

SPAIN - USA INVESTMENT AND BUSINESS COOPERATION FORUM

Miami, November 13th and 14th, 2012

PROFILES OF SPANISH PARTICIPANTS OF INFORMATION AND COMMUNICATION TECHNOLOGIES

COMPANY NAME	WEB PAGE	INDUSTRY SECTOR	COMPANY PRESENTATION	PROJECT	AMERICAN PARTNER PROFILE
AGILE CONTENTS	www.agilecontents.com (English web page under construction)	IT	<p>AGILE CONTENTS has more than 10 years of experience in Digital Media Software and Services. They are software producers that sell WCM (web content management) and OVP (online video platform) solutions. They are specialized in working with content companies such as televisions, radios, journals... as well as with large companies that use digital media communication tools for internal and external consumption, offering them an integral multimedia solution.</p> <p>They offer a solution covering the whole cycle of multimedia content authoring, and publishing, including client experience, multichannel distribution (audiovisual portals, web TVs, digital radios, DTT and mobiles) and analytics capabilities. Agile Contents Architecture is one of the few in the market that integrates OVP with more traditional WCM features, all within the same platform: Agile Multimedia Platform (AMP).</p> <p>AMP is a tool that gives the journalist the opportunity to work on the online media in a wysiwyg manner managing multiple data sources and formats, and it helps to improve content creation by transforming and enriching multimedia formats.</p> <p>Agile have top-tier customers in the Media sector in Spain and Latin America, and have drive</p>	<p>Their mid-term objective is to establish a subsidiary in Florida with a local partner, which will represent the company in that area.</p> <p>They need a local team who can provide the contacts while they provide the technique presale and the production.</p>	<ul style="list-style-type: none"> Companies with close knowledge of the world of Digital Media. Media integrator companies.
ALMIRA LABS	www.almiralabs.com	IT	<p>ALMIRA LABS is a growing and profitable telecom software company focused on providing solutions for wire line and wireless telecom operators. Their platform on JAVA Interface allows them to offer their services catalogue to the operators directly.</p> <p>ALMIRA LABS has developed a product that provides advanced mobile telephone services using the voice channel. The cloud is a centralized hosting that provides the service, giving the opportunity to rediscover the use of the Voice call as a simple and universal tool to advanced services. Services that can be used universally regardless of the device, without the need of a complex a smartphone or a data connection:</p> <ul style="list-style-type: none"> - Apps like Voice2Email, BroadCast calls, VoiceSocial which allows posting content in your social networks, adding a background sound during a call, emergency services... - Brainphone Store. A universal store for voice-driven services, accessible from any mobile or fixed device. - Voice2Social, connect to your social network with a simple phone call; user can leave a message that will appear in all their social profiles. - Voice2Email, the user can call a number and leave a message to someone that will receive 	<p>Their main objective markets are Latin America and the Hispanic USA, being Florida their ideal base.</p> <p>Their growing strategy will comprehend:</p> <ul style="list-style-type: none"> - ALMIRA LABS subsidiary in USA - Joint-venture with a hosting company. - Technology transfer to developers. 	<ul style="list-style-type: none"> ISP hosting services companies. If possible located in a neutral spot, to provide support to the US and Latam. The partner should provide commercial services and first-line and technical support. Software developers or technology consulting companies, through a license agreement. Companies that are indirect competitors or general applications developer companies.

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AMENOKAL POLINVEST	www.amkal.hk	CONSULTING	<p>Consulting company created in 2011 with two lines of services:</p> <ul style="list-style-type: none"> - TRADE: they help SMEs to start working at international markets. - CORPORATE: helping SMEs on the process to introduce themselves on the target markets and corporate services: accounting, auditing, fiscal planning (expert reports, mergers and acquisitions, etc.) and local tax advice in relations with the Spanish mother company (repatriation of benefits). <p>They have an office in Hong Kong where they have a partner, CWCC, fiscal advisors specialized in Latin American and Spanish companies, that provides the local services and AMENOKAL offers the advice regarding relations with the Spanish mother company.</p> <p>Alberto Pérez, the General Manager of AMENOKAL, is one of the most reputable international fiscal advisors in Europe.</p>	They want a local partner that can provide the local consulting services (auditing, accounting, etc.) They would benefit from the clients that AMENOKAL provides and the Spanish company will contribute with the tax advice in relations with the Spanish mother company.	Fiscal advisors specialized in Latin American and Spanish companies that provide accounting and auditing services.
AMP ARQUITECTOS	www.amparquitectos.com	ARCHITECTURE	<p>AMP ARQUITECTOS provides architecture and engineering design consultancy services. They are specialized in architecture based on sustainability and adaptation to the site, they have a relevant design orientated profile and its works aim to create a continuous reflection with the landscape. In this reflection the process of investigation, use of natural resources, historical features and social characteristics of the site is passionate and constant. They create sustainable Projects in which it is possible to recover and promote nature and landscape related values using architecture as a way of dignifying the site.</p> <p>They have experience in singular modifications that use local recycled elements or materials to create a whole new concept. An example of this are the ones projects carried out in Berlin's Spree river or Venice's Isola della Certosa, where an unused river barge was used to design a floating pool and a new leisure area was created around it, or the project of the Insular Centre of Athletics of Tenerife, where the stones that were dug up in the site from the preliminary digging works for the foundations, were used to build the main stone walls to</p> <p>In June this year AMP ARQUITECTOS was invited by Fort Mason Centre to</p>	<p>They want to find possible partners in the American market to introduce their architecture design services via direct consultancy services, subcontracting or branching.</p> <p>They can offer a large and varied experience in the design and construction supervision of buildings that aim for singularity in design, sustainability and adaptation to the site.</p>	<ul style="list-style-type: none"> · Big architecture firms or small ones with good references. · Companies that offer complementary services: engineering firms or landscapers.

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APARA CREADORES DE MERCAPUS	www.aparasw.com	IT	<p>APARA started working in 2002 providing services of business intelligence with American technology (SAS, COGNOS, MICROSTRATEGY, BUSINESS OBJECTS) and in 2005 they developed their own predictive technology (the predictive engines of APARA are capable of automatically discover hidden patterns that describe business behavior, so they can be used to predict the most likely future scenario and recommend the optimal actions in real time and in different sectors: fraud detection, money laundering, marketing optimization – cross selling and customer retention). Their products are:</p> <ul style="list-style-type: none"> - dVelox Enterprise: platform for predictive analysis and intelligent decision automation. - dVelox SelfService: advanced SaaS platform for predictive analysis and intelligent decision automation. - dLife: biomedical technological platform: they have worked with the HOSPITAL DE LA PRINCESA on predicting the patients answer to hepatitis C treatment with a 85% accuracy. It is also used in the IVI (Valencia's Fertility Institute) to detect the most successful oocyte and minimize the risk of multiple fertilizations. It can be used in cardiology, to prevent heart a 	<p>To develop the US market and also work in Latin America.</p> <p>The Spanish company provides the technology and the local partner would benefit from:</p> <ul style="list-style-type: none"> - Lower investment as the technology is already developed, and with differentiation from other solutions on the market. - Lower installation cost as their main goal was to avoid the difficulties of adapting other platforms as SAS with high dependencies of mathematicians. With APARA technology, the adaptation lasts two days. - Fast revenues, as they are predictive and they do not need human intervention. 	<ul style="list-style-type: none"> · Business intelligence platforms developers. · Companies providing business intelligence services. · Consulting companies providing services on fraud detection, money laundering, marketing optimization – cross selling and customer retention. · Manufacturers of technological products willing to include predictive technologies. · Companies providing bidding services for mobile advertisement.
BET VALUE	www.b2tconcept.com	IT	<p>BET VALUE is a company that works in the field of model driven engineering (MDE). BET develops basic information technologies, standard products and customer services. Instead of building computer systems, they create business models, which are executed by their technologies without the need of programming.</p> <p>They have three main areas of business: research (investigation, technology development and licensing intellectual property), services (consulting, training and helpdesk for companies) and health care (cloud computing services for the professionals and organizations). They have wide experience in the financial sector and health care.</p> <p>They can offer a set of capabilities: shortest time-to-market, lack of risk, total reliability and scalability, rich functionality, high customization and standardization, and flexibility to evolve solutions at the customer request in the shortest time. Solutions sold can be custom made, or already built products such as systems for project management, knowledge management, disease and case management, clinic management, help desk and customer services, between others.</p> <p>They are already selling their solutions to Russia, the Baltic, U.K., Ireland, France, Bulgaria,</p>	<p>They are currently working for some USA companies, but they want to introduce their technologies in USA.</p> <p>They are looking for consulting and ITC companies in USA to create joint-ventures in different areas, collaborating together in the identification of customers and projects, selling, building, deploying and maintaining solutions.</p> <p>The collaboration will include also transfer of technology and know how with their partners in business models and MDE technologies.</p>	<p>Medium Consulting and ICT companies interested in exchanging technology, know-how and business opportunities for the development and commercialization of business solutions in many different areas.</p>

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CENTRO DE INFORMACIÓN TURÍSTICA FEEDBACK	www.travelview.es	IT	<p>CENTRO DE INFORMACIÓN TURÍSTICA FEED BACK manages several brands. They have 20 years of experience providing contents and marketing for the touristic sector. They have developed apps for iphone and ipad, that are always updated from a Content Management System.</p> <p>They have developed a digital publishing multiplatform in html5. They have developed their own e-learning platform in html5. They are the representatives Miami Tourism in Spain.</p> <p>Their three main services to offer on the US market are:</p> <ul style="list-style-type: none"> - Digital publishing Platforms (FLASH and HTML5): the difference with traditional online magazines is that it is interactive and multimedia. The user can connect with social networks, find texts, and the advantage for the client is that it generates databases as the user subscribes and customizes it. Not all devices support FLASH but they do support HTML5. - E-learning: MOODLE platform and new HTML5 multiplatform: multiplatform and with the capabilities of FLASH. - App streaming and databases generation. 	<p>They opened an office in Miami two months ago.</p> <p>They want to apply their expertise in other sectors that need constant publishing and Internet promotion.</p> <p>They are open to different types of collaboration with local companies to provide joint services.</p>	<ul style="list-style-type: none"> · Consulting company on the editorial sector. · Online and traditional marketing companies. · Databases companies. · Training companies.
CONSTRUCTORA CALAF	www.constructoracalaf.com	CONSTRUCTION AND ENGINEERING	<p>Constructora Calaf is a general contractor with 50 years of experience in Spain specialized in water projects, including waste water treatment plants, drinking water treatment plants, water supply, sewage, irrigation projects, etc. They also have a wide expertise on the execution of pipelines for water, oil & gas from 30 to 140 cm. wide and up to 4,30 meters deep. The company designs and manufactures trenchers (they developed more efficient machinery for themselves, with more power and less weight, being nowadays one of the top international manufacturers of trenchers, brand name NEXTRENCHER). They are working internationally in Morocco, Algeria, Colombia, Tunisia and Peru.</p>	<p>For the water sector: they want to work with local companies on public or industrial projects. The local partner should provide the civil works while they will contribute with equipment and the design of the process.</p> <p>For the pipelines: they would like to collaborate with local partners for the execution of the contracts.</p> <p>The targeted projects are from 5 to 10-20 M€.</p>	<p>General contractors without specialization in water projects or pipelines.</p> <p>General contractors on water sector or pipelines to collaborate in big projects.</p>

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ELSAMEX	www.elsamex.com	ENGINEERING	<p>ELSAMEX is a group of companies with more than 30 years of experience in Spain on construction services. Their main business areas are:</p> <ul style="list-style-type: none"> - One third of their activities are maintenance of roads. - 15-20% belongs to road concessions in Spain and Dominican Republic, and other infrastructures as gas stations, solar farms, etc. - Civil engineering (roads and railways) and water infrastructures (sanitization and environmental services). They also offer concession consulting services. - Facility management of buildings, optimizing energy efficiency. - Management and maintenance of gas stations. - R&D <p>They have a wide international presence in Spain, Portugal, Central Europe, Balkans, Mexico, Dominican Republic, Ecuador, Colombia, Bolivia, Argentina, North Africa, India and USA.</p>	<p>They are already established in Texas as BRUSAMAR ENGINEERING & CONSULTING, LLC., and they want to develop their engineering and consulting services on concession projects in Florida and on a second phase provide their other lines.</p>	<ul style="list-style-type: none"> - For the concessions line: construction companies. - For the engineering and consulting line: small or medium engineering companies to start working with State and local Administration. - For the maintenance line: small companies working in this sector.
GAMMA SOLUTIONS	www.gammasolutions.es	TELECOMMUNICATION & ENERGY	<p>Group of companies on the telecommunications and energy sectors.</p> <p>In renewable energy projects, they work as EPC, providing engineering and turn-key projects, and they are also IPP (Independent Power Producer), owning part or the whole project. They own 55 MW on photovoltaic projects, 10 in Spain and 45 in South Africa, with a total investment of 25 million Euros.</p> <p>On telecommunications, they have a NFC platform that allows users to make payments by phone.</p>	<p>They have created a company in USA since March and they have an office in San Francisco. They want to offer their two main lines with local partners that could benefit from their experience as they are two sectors not as developed in USA as in Europe:</p> <ul style="list-style-type: none"> - Energy: they want to develop renewable energy projects, namely wind and solar. - Telecommunications: they want to introduce their NFC (Near Field Communication) is a set of standards for smartphones and similar devices to establish radio communication with each other by touching them together or bringing them into close proximity, and can be used in contactless payment systems, ticketing, access control and couponing) platform and loyalty system with a local partner. 	<p>For energy projects:</p> <ul style="list-style-type: none"> - Developers, to buy the licenses. - Banks to co participate in the investment scheme. - Construction companies. - Investment funds specialized on renewable energies (we will contact them to participate jointly on the project with the Spanish company but not invest 100% on it). <p>For NFC projects:</p> <ul style="list-style-type: none"> - IT companies with complementary services.

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GÓMEZ OVIEDO	www.gomezoviedo.com (in Spanish only)	CONSTRUCTION SERVICES	<p>GÓMEZ OVIEDO is a group of companies with several business lines. The parent company is engaged since 1947 in renting light machinery for civil works: earth moving and electric generation equipment, site huts, tamping rollers, wreckers, etc. They are mainly used on urban works like pipelines, road surfacing, paving, street lighting, etc.</p> <p>Their added value is their experience of more than 60 years and business style, being a company that even on the actual context is on a comfortable position due to innovation procedures and applying technology to the management of the service.</p>	<p>They are opening a delegation in Panama in November, and are prospecting other countries like Peru and Colombia to open delegations on a franchise scheme. Miami could be the centre of operations for Latin America, but without ruling out the possibility of working in Miami or South Florida in the future.</p>	<ul style="list-style-type: none"> • Small companies of machinery renting services that want to upgrade their services to medium size machinery. • Companies on the construction services industry that want to develop this business.
HABITISSIMO	www.habitissimo.com	IT	<p>HABITISSIMO is an online service for remodelling that connects homeowners with screened and customer-rated residential home contractors like builders, architects, interior designers, etc. on the Internet. They help individuals find a reliable home contractor or servicemen they can trust through user reviews and a certification screening service. There's a Request for Quotation (RFQ) service where individuals submit their projects and then receive a maximum of five quotations. Professionals receive qualified leads in their category / area of service.</p> <p>Individuals save time and money as they can compare different quotations of five professionals that are already interested on their request. Professionals have a marketing tool with a controlled investment.</p> <p>The company currently operates in Spain, Italy (October 2010) and Brazil (February 2011) and plan to start operations in Mexico, Colombia, Peru, Chile, and Argentina on September-October 2012. It's the market leader in Spain and Brazil, and the second in Italy.</p> <p>Company 100% Internet based and with a strong growth (they receive 7.500 requests/month)</p>	<p>They want to open an office in Miami to be the operation centre for Latin America.</p>	<ul style="list-style-type: none"> • Venture capitalist specialized in Latin America. • Potential competitors. • Internet services companies based in Miami and offering services in Latin America.

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HERA HOLDING	www.heraholding.com	ENVIRONMENTAL SERVICES	<p>HERA HOLDING, HÁBITAT, ECOLOGÍA Y RESTAURACIÓN AMBIENTAL, S.L. is the head of a group of companies specialized in sustainability and in offering complete environmental solutions:</p> <ul style="list-style-type: none"> - They treat more than 1 million ton solid waste a year. - They have more than 5.000 national and international clients. - They have 531 employees among Spain, Europe and Latin America (they are going to be established soon in Mexico with a solid waste treatment project). <p>Their main expertise is to generate electric energy from biogas on organic landfills. They receive a canon each ton of waste and they sell afterwards the energy (they built and operate in Barcelona a 75 M€ solid waste treatment plant where they generated 3 MW. They consume part and the rest they sold it to the electric network).</p>	<p>They want to develop environmental projects (soil recovery, urban solid waste, industrial waste, water waste from compact models to tailored solutions for residential areas for treatment and reutilization of the water on golf courses, X-ray treatment) in USA with a local partner that invests and also gets involved in the execution. The Spanish company provides the design, construction and operation, and they will also consider investing project by project.</p>	<ul style="list-style-type: none"> · Construction companies. · Companies providing services on the industrial or urban waste sector or even with a treatment plant.
MEDICAL DATA SYSTEM	www.medicaldatasystem.com	IT	<p>Healthcare information system integrator specialized on implementation, management and support of medical information systems for radiology (reports and medical images), intensive care units, clinical logistic, Real Time Locating Systems (using ultrasound or RFID). They use their own software and software of other companies to offer solutions to big companies that subcontract them, and small clients such as clinics and international clients. Finally, in R&D they have been awarded with two TORRES QUEVEDO programs to hire doctors to collaborate on R&D initiatives and they are finalists for a grant offered by the MIT (Massachusetts Institute of Technology) in collaboration with the Community of Madrid for innovation projects (they submitted a program to help to diagnose).</p>	<p>They have a company in Miami to manage their projects in Costa Rica and Panama. They are open to collaborate with local partners that can benefit from their experience and knowledge and also from their specialized products.</p>	<ul style="list-style-type: none"> · IT companies with or without experience on healthcare.
NEOCOM TECHNOLOGY AND SERVICES	www.solutionsforelearning.com	IT	<p>NEOCOM offers a wide range of e-learning solutions, from establishing Learning Management System (LMS) platforms to creating all new specific contents for each company, app Deploy or Full Services Project Management. In addition their contents are compatible with standard LMS platforms such as MOODLE, DOKEOS, etc. and, furthermore, the courses can be accessible online on a web server, burnt on to a CD, or can even be in epub or ibook format, so that they can be accessed from an iPad or Android devices. The courses are fully adapted to the image of the client company, who will be the owner. NEOCOM offers three different levels of platform service depending on the company need, working on a pay per use model, renting the platform use, so is more affordable for all type of companies depending on the services required, and it can also grow with the client's needs. They offer open environments, so that the platform would keep working even if the clients stops working with them. In a higher level they can also offer the creation of a specific platform.</p>	<p>They want to work in the Latin American and American markets, opening an office in USA with a local partner.</p>	<ul style="list-style-type: none"> · Companies who could offer learning, online or not, to other companies or professionals. · Local hosting companies, which would increase their services portfolio including e-learning solutions.

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PLANET MEDIA STUDIOS	www.planetmedia.es	IT	<p>PLANET MEDIA STUDIOS is an IT consultancy with a focus on end-to-end software development and delivery. They are experts in mobility and omnichannel solutions. They are providers of ad-hoc mobile apps and services for smartphones and tablets.</p> <p>A key factor of their growth is innovation. Their in-house development factory and their R&D department work together providing creative and innovative solutions in order to help the customers reach the technological edge that may differentiate them from competitors. They have carried out projects in areas such as m/eCommerce, m/eBanking, m/eHealth, mEmergencies, and mEntertainment.</p> <p>Their principal clients are big retailers, media groups and banks.</p> <p>They have developed the mobile bank service of big financial institutions, the electronic commerce service of the most important retailer in Spain and are also working with communications groups.</p> <p>They started operations and opened a branch in Mexico one year ago and they are already working with the most important retailers, Telcos and Financial institutions.</p>	<p>They have an office in San Francisco, in Silicon Valley, and they are planning to open an office in Miami by the end of this year.</p> <p>Establishing an office in Miami they can also offer near shore services from Mexico, as they are already doing in other Latin American countries where they are operating.</p>	<p>Medium software integrator companies without expertise in mobility.</p> <p>Big integrator companies who they can provide support for omnichannel integration.</p> <p>Niche companies specialized in mobility, without presence in Latin America.</p>
REVOSOLAR	www.revosolar.com	SOLAR ENERGY	<p>REVOSOLAR is a company specialized in solar energy systems for energy production, heating, water pumping & irrigation, street lighting, off grid systems, on grid systems, innovative online & physical solar shop concept.</p> <p>They provide solar energy solutions adapted to the client's needs. They can design and produce a specific solar energy system for a client and they also sell standard home kits that can even be installed by the final user.</p> <p>They have developed their own products.</p> <p>Their business model is based on three concepts: design, marketing and saving.</p> <p>- They have a big experience in the solar market, having developed big solar farms, and they have used this knowledge to produce simplified solar systems, more economic and adaptable, in order to promote the adoption of the solar energy.</p> <p>- They have developed a marketing strategy that can be adopted in any country.</p> <p>- Their design knowledge and their production contacts generate a 40%-50% profit margin.</p> <p>REVOSOLAR has developed a brand and a business concept to be replicated in other markets, and they are already starting their internationalization process.</p>	<p>They are looking for a partner to develop their label and their way of doing business.</p> <p>They offer:</p> <ul style="list-style-type: none"> - Know - how: engineering and design. - Price. - How to sell: they have a marketing program success-proven and they will show the local company how to look for clients. - Total branding. <p>They would sign a partnership with the partner and they will provide training, product and marketing.</p>	<p>They are looking for a partner interested in stepping into the solar business, or already active but who wants to expand through a new and fresh solar business concept.</p> <ul style="list-style-type: none"> - Companies already working in the sun power sector. - Renewable energy installers.

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TECNOLOGÍAS DIGITALES AUDIOVISUALES (TEDIAL)	www.tedial.com	BROADCAST	<p>TEDIAL is a software company specialized in Media Asset Management (MAM), Hierarchical Storage Management (HSM), Business Process Management (BPM), transcoding and media distribution. They are specialized in management of large data volume. But their product is modular, flexible and scalable, so it can be adapted to the client. TEDIAL solutions are developed with the latest software technology under strict ISO 9001 & 27001 quality standards.</p> <p>Their solutions are vendor and hardware independent and can be integrated with other systems, releasing customers from proprietary constraints and enabling them to significantly increase productivity and return on investment.</p> <p>TEDIAL system can work directly from the cloud so it can be remote.</p> <p>They have over 50 high-profile reference sites in more than 12 countries, including some of the most complex and largest MAM systems in the broadcast industry, such as TELEVISIA in Mexico, GLOBO in Brazil and TIC and ESPM in Argentina. They have also references with the Parliament and the Senate and in the sanitary sector.</p>	<p>They want to introduce their company in the USA market, very rich in broadcasting companies that may need their services.</p> <p>They are looking for a local partner, who may provide the hardware and the complementary services.</p>	<p>Product providers in the broadcast and media sectors, based on hardware and complementary software.</p> <ul style="list-style-type: none"> - Technological partner with complementary products, such as integrators or editing companies. - Broadcasting companies to provide specific complete solutions to different sectors. - Telecommunication operators to develop projects that will give added value to their data net.
TECSON INGENIEROS	www.tecson.es	CONSTRUCTION AND ENGINEERING	<p>Company specialized in engineering solutions for noise control of ventilation systems.</p> <p>They can provide the engineer solution, the manufacture and the assembly of ventilation and noise and vibration control equipments for any civil installation that may need it (hotels, hospitals, malls, highways, trains, airports, industries, etc.).</p> <p>Their competitiveness comes from their turnkey works expertise. To control the noise and vibration they develop singular engineer solutions and manufacture their own types of all kind of silencers, noise barrels, acoustic panels, etc. adapted to each specific project.</p> <p>They have developed big projects in Europe, where the regulation in this field is stricter than in the USA.</p> <p>Their references include soundproofing of the ventilation system of the Prado Museum and the Thyssen Museum among other.</p>	<p>They want to create a Joint Venture in USA with a local company or companies.</p> <p>The local partner would provide the commercial work and support assistance, and TECSON would provide the engineering from Spain, giving the construction plans and support for the installation and quality controls.</p>	<ul style="list-style-type: none"> • Engineering firms • Air conditioning installation or maintenance companies that works with big construction projects • Other companies already working in this sector

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COMPANY NAME	WEB PAGE	INDUSTRY SECTOR	COMPANY PRESENTATION	PROJECT	AMERICAN PARTNER PROFILE
TELEPIZZA	www.telepizza.com	FOOD SERVICES	<p>Founded in 1987, TELEPIZZA is the non American biggest company of pizza delivery or take-away (the fifth in the world, or the forth if not considering one that doesn't do delivery). TELEPIZZA is also recognized as the leader in the delivery pizza in most of the countries where it has presence.</p> <p>TELEPIZZA has already done several international take over and alliances, starting over a decade ago, and the company is present at the Spanish stock exchange.</p> <p>Their expansion plan is focused on Latin America and East Europe, but now they are considering also entering in the USA market, as they have identify an opportunity via Florida and the Latin market in USA.</p>	<p>They are looking for a TELEPIZZA developing area in Florida.</p> <p>They would provide:</p> <ul style="list-style-type: none"> - Transmission to the master franchiser of their know-how in the pizza sector and their international experience for more than 20 years. - Local market studies in delivery pizza. - Operational and marketing handbook. - Adaptation of a global brand in Florida. - Staff and team coaching to get the highest profitability margins in each shop. - TELEPIZZA industrial knowledge. - Their IT system. 	<p>The potential master franchiser could be:</p> <ul style="list-style-type: none"> • Big franchisers of food chains. • Big franchisers from non food sectors with experience working with international companies.
XLG HEAT TRANSFER	www.xlg-heattransfer.com	INDUSTRIAL	<p>XLG HEAT TRANSFER was created by professionals with experience in the heat exchange sector. They manufacture heat exchangers for the food and beverage industry, dairy, automotive industry, pharmaceutical industry, chemical industry, environmental control, water treatment and energy generation. Particularly, they manufacture corrugated tube heat exchangers since 2009, in which they have been involved since 1988 working for other Spanish companies that introduced the product into Europe and USA.</p> <p>The main advantage from the corrugated tube exchangers is the optimization of the size, as they are smaller than the non corrugated ones. They also have some exchangers capable of recovering heat (energy) applications.</p> <p>They provide tailored solutions but also offer a standard range for many applications.</p> <p>They work in Europe and ASEAN countries (they have a representative on each country), and also manufacture in India with a local partner.</p>	<p>They want to create a joint-venture with a local partner to manufacture a proven product and expand it to other sectors (in Europe they are developing some applications for waste water treatment and biomass for biogas generation, apart from traditional food applications).</p>	<ul style="list-style-type: none"> • Manufacturers of other type of heat exchangers for a technology transfer to upgrade their products and work in other sectors. • Process equipment distributors (of plate heat exchangers for example) willing to manufacture corrugated tube exchangers.